July 1980

Chilton's CCJ

Part II
Leasing: A Growth Industry
Decade Of The '80s

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THE FLEET WORLD OF GTE

Also:

Truck Radials:
Who Uses What, Where And How

Using VMRS To Update A Utility Fleet

1979
Jesse H. Neal Award
For Best Editorial

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 7 JULY 1980

76 THE TRUCKING WORLD OF GTE

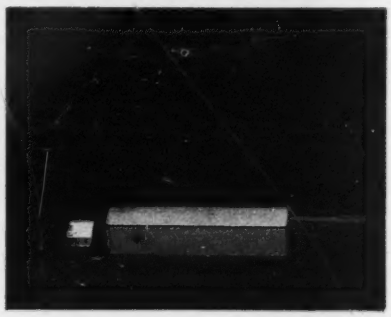
GTE—General Telephone & Electronics Corp.—operates the world's second largest communications network. It also operates one of the largest and most complex private fleets in the country. Thirty-five thousand trucks, in fact, from heavy-duty over-the-road tractor-trailers to mini vans designed to handle telephone installation and service calls. In this exclusive story, CCJ readers get their first insight into the fascinating fleet world of GTE.

88 WASHINGTON GAS LIGHT

Today's maintenance problems will be tomorrow's problems, too, unless they're isolated, analyzed and exorcised. A utility company in the nation's capital called in the necessary exorcist five years ago, and, with some professional computer help, he's had significant success improving the performance of the company's highly versatile truck fleet.

94 RADIAL TRUCK TIRES: WHO USES THEM AND WHY

Radial truck tires consistently out-perform bias ply tires in 35 private and for-hire truck fleets surveyed last month by CCJ. But unwarranted scrapping of repairable radial casings may be responsible for widespread and unnecessary waste at a time of high inflation and deep recession. A look at what fleets use what kind of radial tires, where, and the processes they use to repair them.



102 LEASING IN THE DECADE OF THE '80s

America's transportation system is changing. The recession is one reason. An uncertain economic future is another. Despite this, leaders of the nation's major truck leasing companies are forecasting good times ahead for the still evolving leasing industry.

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facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Mar.-80	28,238	3,724	1,406	15,051	—	—	1,218	1	—	—	—	2,930	—	—	50,568
	3 Mos.-80	96,017	11,284	5,210	38,349	—	—	7,547	1	—	—	—	7,257	—	—	165,665
6,001-10,000 lbs.	Mar.-80	17,557	3,863	13,290	36,845	—	200	1,156	10	—	—	—	—	—	3	72,884
	3 Mos.-80	66,620	12,796	28,789	105,437	—	1,113	7,882	10	—	—	—	—	—	3	224,430
10,001-14,000 lbs.	Mar.-80	—	—	1,128	—	—	—	—	—	—	—	—	—	—	—	1,128
	3 Mos.-80	—	—	1,455	—	—	—	—	—	—	—	—	—	—	—	1,455
14,001-16,000 lbs.	Mar.-80	—	—	8	—	—	—	—	—	—	—	—	—	—	5	13
	3 Mos.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	5	5
16,001-19,500 lbs.	Mar.-80	89	62	—	—	—	—	—	—	—	—	—	—	—	7	158
	3 Mos.-80	277	187	—	—	—	—	—	—	—	—	—	—	—	7	471
19,501-26,000 lbs.	Mar.-80	1,674	1,793	—	1,351	—	135	—	—	—	—	—	—	—	—	4,953
	3 Mos.-80	5,022	5,403	—	3,040	—	602	—	—	—	—	—	—	—	—	14,067
26,001-33,000 lbs.	Mar.-80	80	189	—	4,808	—	223	—	—	—	—	—	—	—	—	5,280
	3 Mos.-80	225	763	—	9,725	—	920	—	—	—	—	—	—	—	—	11,633
33,001 lbs. and over	Mar.-80	192	1,570	—	1,879	1,183	297	—	—	1,121	2,362	863	—	573	105	10,345
	3 Mos.-80	450	4,196	—	4,391	3,637	1,700	—	—	3,544	6,402	2,719	—	1,854	390	29,283
Total	Mar.-80	45,810	11,201	15,832	58,934	1,183	855	2,374	11	1,121	2,362	863	2,930	573	120	145,239
	3 Mos.-80	170,611	34,629	35,434	160,942	3,637	4,335	15,229	11	3,544	6,402	2,719	7,257	1,854	405	447,009
	3 Mos.-79	296,977	73,961	94,556	315,078	4,166	28,126	37,473	13	3,748	7,572	2,834	—	3,726	331	870,561
Trucks with Diesel Engines*	3 Mos.-80	8,871	8,003	—	9,282	3,637	2,485	—	—	3,544	6,402	2,719	3,216	1,854	390	50,403
	3 Mos.-79	8,778	8,124	—	9,957	4,166	14,307	—	—	3,748	7,704	2,834	—	3,726	447	63,791

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Ftbble and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Mar.-80	2,380	—	138	59	83	2,660
	3 Mos.-80	8,253	—	196	224	198	8,871
Ford	Mar.-80	—	—	124	2,884	1,812	4,820
	3 Mos.-80	—	—	139	4,927	4,216	9,282
Freightliner	Mar.-80	—	—	—	—	1,183	1,183
	3 Mos.-80	—	—	—	—	3,637	3,637
GMC	Mar.-80	1,043	—	357	186	1,514	3,102
	3 Mos.-80	2,684	—	543	759	4,017	8,003
International	Mar.-80	—	6	37	170	297	510
	3 Mos.-80	—	36	125	626	1,698	2,485
Kenworth	Mar.-80	—	—	—	—	1,121	1,121
	3 Mos.-80	—	—	—	—	3,544	3,544
Mack	Mar.-80	—	—	—	—	2,362	2,362
	3 Mos.-80	—	—	—	—	6,402	6,402
Peterbilt	Mar.-80	—	—	—	—	863	863
	3 Mos.-80	—	—	—	—	2,719	2,719
Volkswagen	Mar.-80	1,422	—	—	—	—	1,422
	3 Mos.-80	3,216	—	—	—	—	3,216
White	Mar.-80	—	—	—	—	573	573
	3 Mos.-80	—	—	—	—	1,854	1,854
Others	Mar.-80	—	—	—	—	105	105
	3 Mos.-80	—	—	—	—	390	390
Total	Mar.-80	4,845	6	656	3,301	10,013	18,821
	3 Mos.-80	14,153	36	1,003	6,536	28,675	50,403
	Mar.-79	4,468	70	1,321	2,220	16,370	24,449
	3 Mos.-79	9,016	186	3,617	6,491	44,481	63,791

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

TRUCK AND BUS PRODUCTION

Make	April 1980	April 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	37,351	85,187	217,835	419,544
GMC	15,507	25,234	60,761	117,944
Chrysler	12,505	20,638	49,444	156,073
Ford	49,749	100,257	233,217	450,077
International	1,665	11,377	1,665	49,571
Jeep Corp.	6,663	17,827	30,648	61,711
AM General	493	2,031	2,604	7,024
Mack	2,141	2,768	10,008	12,535
Volkswagen of America	3,029	—	9,727	—
White	550	649	2,709	4,524
Others	3,960	2,940	14,520	14,360
Total—Trucks and Buses	133,613	268,708	633,138	1,293,363
Total—Passenger Cars	576,037	723,139	2,359,769	3,134,446
Total—Motor Vehicles	709,650	991,847	2,992,907	4,427,809

Source: Motor Vehicle Mfrs. Assoc.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	March 1980	3 Months—1980 Units	3 Months—1980 Value*
Vans	8,261	23,004	288,166
Tanks	814	2,431	70,047
Bulk commodity and dry material	156	481	11,770
Pole and logging	90	309	3,555
Platform	2,286	6,692	56,559
Low-bed heavy haulers (over 10 tons)	443	1,463	25,599
Dump trailers and dump chassis	742	2,191	34,833
Dollies or converter gear	911	2,282	8,125
Auto transports	22	62	1,539
All other tractors and chassis	345	943	7,124
Total—Complete tractors and chassis	14,070	39,858	507,317
Detachable trailers†	629	1,759	18,262
Detachable trailers chassis†	1,350	3,918	10,083

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Mar.-80	104	14	242	—	—	2,520	2,880
	3 Mos.-80	265	37	645	—	—	8,541	9,488
Chrysler	Mar.-80	—	48	—	—	—	624	672
	3 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Mar.-80	2,830	1,099	1,330	—	—	—	5,229
	3 Mos.-80	5,398	2,745	2,515	—	—	—	10,658
Freightliner	Mar.-80	215	744	238	—	—	—	1,197
	3 Mos.-80	454	2,342	861	—	—	—	3,657
GMC	Mar.-80	252	764	1,164	—	—	1,064	3,244
	3 Mos.-80	776	1,930	2,923	—	—	2,723	8,352
International	Mar.-80	76	244	78	262	—	29	689
	3 Mos.-80	227	1,340	542	849	—	80	3,038
Jeep Corp.	Mar.-80	—	—	—	—	—	92	92
	3 Mos.-80	—	—	—	—	—	432	432
Kenworth	Mar.-80	182	767	333	—	—	—	1,282
	3 Mos.-80	692	2,334	956	—	—	—	3,982
Mack	Mar.-80	19	145	34	—	2,609	13	2,820
	3 Mos.-80	42	516	99	—	6,747	96	7500
Peterbilt	Mar.-80	208	486	205	—	—	—	899
	3 Mos.-80	360	1,858	609	—	—	—	2,827
Volkswagen	Mar.-80	—	—	—	—	—	1,425	1,425
	3 Mos.-80	—	—	—	—	—	3,219	3,219
White	Mar.-80	82	469	192	—	—	—	743
	3 Mos.-80	168	1,306	532	—	—	—	2,006
Others	Mar.-80	96	48	45	—	—	—	189
	3 Mos.-80	273	178	161	—	—	—	612
Totals	Mar.-80	4,064	4,798	3,861	262	2,609	5,767	21,361
	3 Mos.-80	8,655	14,754	9,843	849	6,747	16,147	56,995
	Mar.-79	3,738	7,877	6,120	1,629	3,188	4,820	27,372
	3 Mos.-79	10,527	22,257	16,251	4,872	7,950	9,671	71,528

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Nissan, Olds, Scandia, Perkins, Isuzu.

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Under 6,000 lbs.	Apr.-80	20,559	4,832	795	11,003	—	—	1,260	—	—	—	2,849	—	††11	41,309
	4 Mos.-80	116,576	16,521	6,005	49,442	—	—	8,807	—	—	—	10,106	—	††12	207,469
6,001-10,000 lbs.	Apr.-80	10,888	3,378	9,091	26,204	—	286	1,361	—	—	—	—	—	††21	51,029
	4 Mos.-80	79,308	15,769	37,860	131,641	—	1,399	9,043	—	—	—	—	—	34	275,054
10,001-14,000 lbs.	Apr.-80	—	—	−274	1	—	—	—	—	—	—	—	—	—	−273
	4 Mos.-80	—	—	1,181	1	—	—	—	—	—	—	—	—	—	1,182
14,001-16,000 lbs.	Apr.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	4 Mos.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	—
16,001-19,500 lbs.	Apr.-80	92	47	—	—	—	—	—	—	—	—	—	—	5	5
	4 Mos.-80	369	234	—	—	—	—	—	—	—	—	—	—	7	610
19,501-26,000 lbs.	Apr.-80	1,152	2,312	—	1,235	—	163	—	—	—	—	—	—	—	4,862
	4 Mos.-80	6,174	7,715	—	4,275	—	765	—	—	—	—	—	—	—	18,929
26,001-33,000 lbs.	Apr.-80	29	142	—	4,149	—	198	—	—	—	—	—	—	—	4,518
	4 Mos.-80	254	905	—	13,874	—	1,118	—	—	—	—	—	—	—	16,151
33,001 lbs. and over	Apr.-80	106	1,842	—	1,496	932	336	—	910	1,820	505	—	533	183	8,863
	4 Mos.-80	556	6,038	—	5,887	4,569	2,036	—	4,454	8,222	3,224	—	2,387	573	37,946
Total	Apr.-80	32,626	12,553	9,612	44,178	932	983	2,621	910	1,820	505	2,849	533	215	110,337
	4 Mos.-80	203,237	47,182	45,046	205,120	4,569	5,318	17,850	4,454	8,222	3,224	10,106	2,387	631	557,346
	4 Mos.-79	395,651	99,148	110,814	403,596	5,189	36,631	47,790	4,995	10,356	3,645	—	4,551	a4,862	1,127,008
Trucks with Diesel Engines*	4 Mos.-80	11,716	11,452	—	12,878	4,569	3,017	—	4,454	8,222	3,224	4,762	2,387	573	67,454
	4 Mos.-79	11,372	10,361	—	12,630	5,189	18,721	—	4,995	10,356	3,645	—	4,551	632	82,432

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Fixible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.
††AM General. a—Includes 4,018 AM General.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Apr.-80	2,555	—	216	28	46	2,845
	4 Mos.-80	10,808	—	412	252	244	11,716
Ford	Apr.-80	—	—	178	1,992	1,426	3,596
	4 Mos.-80	—	—	317	6,919	5,642	12,878
Freightliner	Apr.-80	—	—	—	—	932	932
	4 Mos.-80	—	—	—	—	4,569	4,569
GMC	Apr.-80	1,428	—	299	140	1,782	3,649
	4 Mos.-80	4,112	—	842	899	5,799	11,652
IHC	Apr.-80	—	42	23	131	336	532
	4 Mos.-80	—	78	148	757	2,034	3,017
Kenworth	Apr.-80	—	—	—	—	910	910
	4 Mos.-80	—	—	—	—	4,454	4,454
Mack	Apr.-80	—	—	—	—	1,820	1,820
	4 Mos.-80	—	—	—	—	8,222	8,222
Peterbilt	Apr.-80	—	—	—	—	505	505
	4 Mos.-80	—	—	—	—	3,224	3,224
Volkswagen	Apr.-80	1,546	—	—	—	—	1,546
	4 Mos.-80	4,762	—	—	—	—	4,762
White	Apr.-80	—	—	—	—	533	533
	4 Mos.-80	—	—	—	—	2,387	2,387
Others	Apr.-80	—	—	-	—	183	183
	4 Mos.-80	—	—	—	—	573	573
Total	Apr.-80	5,529	42	716	2,291	8,473	17,051
	4 Mos.-80	19,682	78	1,719	8,827	37,148	67,454
	Apr.-79	2,814	21	842	1,642	13,322	18,641
	4 Mos.-79	11,830	207	4,459	8,133	57,803	82,432

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	April 1980	4 Months—1980 Units	4 Months—1980 Value*
Vans	7,523	30,291	379,915
Tanks	745	3,154	91,092
Bulk commodity and dry material	201	677	16,643
Pole and logging	101	412	4,778
Platform	1,828	8,565	72,747
Low-bed heavy haulers (over 10 tons)	608	2,301	34,045
Dump trailers and dump chassis	678	2,858	43,859
Dollies or converter gear	1,266	3,546	12,672
Auto transports	22	84	1,960
All other tractors and chassis	172	1,109	8,586
Total—Complete tractors and chassis	13,144	52,997	666,297
Detachable trailers†	1,053	2,812	24,123
Detachable trailers chassis†	1,266	5,184	14,616

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	May 1980	May 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	27,602	114,783	245,437	534,327
GMC	14,689	36,255	75,450	154,199
Chrysler	15,478	37,046	64,922	193,119
Ford	33,146	123,336	266,363	573,413
International	11,258	13,640	12,923	63,211
Jeep Corp.	2,538	14,760	33,186	76,471
AM General	604	1,926	3,208	8,950
Mack	1,915	3,392	11,923	15,927
Volkswagen of America	2,540	—	12,267	—
White	653	1,086	3,362	5,610
Others	3,780	4,066	18,300	18,426
Total—Trucks and Buses	114,203	350,290	747,341	1,643,653
Total—Passenger Cars	524,612	933,389	2,884,381	4,067,835
Total—Motor Vehicles	638,815	1,283,679	3,631,722	5,711,488

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others	Total
Chevrolet	Apr.-80	54	8	313	—	—	2,713	3,088
	4 Mos.-80	319	45	958	—	—	11,254	12,576
Chrysler	Apr.-80	—	—	—	—	—	—	—
	4 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Apr.-80	2,317	877	1,218	—	—	—	4,412
	4 Mos.-80	7,715	3,622	3,733	—	—	—	15,070
Freightliner	Apr.-80	158	525	256	—	—	—	939
	4 Mos.-80	612	2,867	1,117	—	—	—	4,596
GMC	Apr.-80	255	679	1,466	—	—	1,455	3,855
	4 Mos.-80	1,031	2,609	4,389	—	—	4,178	12,207
International	Apr.-80	56	383	115	128	—	42	724
	4 Mos.-80	283	1,723	657	977	—	122	3,762
Jeep Corp.	Apr.-80	—	—	—	—	—	122	122
	4 Mos.-80	—	—	—	—	—	*554	554
Kenworth	Apr.-80	291	536	205	—	—	—	1,032
	4 Mos.-80	983	2,870	1,161	—	—	—	5,014
Mack	Apr.-80	15	122	32	—	1,928	15	2,112
	4 Mos.-80	57	638	131	—	8,675	111	9,612
Peterbilt	Apr.-80	166	273	123	—	—	—	562
	4 Mos.-80	526	2,131	732	—	—	—	3,389
Volkswagen	Apr.-80	—	—	—	—	—	1,552	1,552
	4 Mos.-80	—	—	—	—	—	4,771	4,771
White	Apr.-80	38	520	36	—	—	—	594
	4 Mos.-80	206	1,826	568	—	—	—	2,600
Others	Apr.-80	27	85	81	—	—	—	193
	4 Mos.-80	300	263	242	—	—	—	805
Totals	Apr.-80	3,377	4,008	3,845	128	1,928	5,899	19,185
	4 Mos.-80	12,032	18,762	13,688	977	8,675	22,046	76,180
	Apr.-79	2,400	6,921	4,170	1,447	2,825	2,974	20,737
	4 Mos.-79	12,927	29,178	20,421	6,319	10,775	12,645	92,265

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Isuzu, Nissan, Olds, Perkins and Scandia Vabis.
*Isuzu.

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FROM MILK RUN TO BIG ONE

Also:

A New Cat Out Of The Bag

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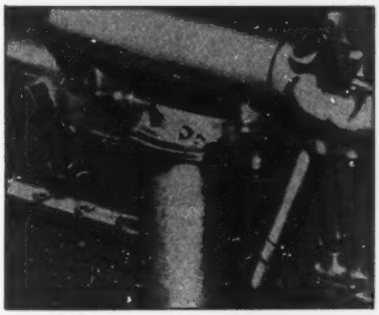
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 9 SEPTEMBER 1980

77 FROM MILK RUN TO BIG ONE

Practices that promote growth in a small trucking company can often times assure success in a big one. Little has changed at Wilson Trucking in the growth years except that this small Virginia-based trucker serving dairy farmers now serves an entire mid-Atlantic region with grass routes pride.



84 A NEW CAT'S OUT OF THE BAG

The latest version of Caterpillar's 3406 diesel promises to be a real fuel miser. It's governed at 1600 rpm!

87 SYNLUBES SAVE SAYS SPARACIO

"Gap" Sparacio, director of maintenance for LoBiondo Bros. Motor Express in New Jersey, is adding synthetic engine oil and gear lube to his latest list of fuel saving measures.

90 LICENSE TO STEAL

Two CCJ editors probe the Illinois permit system that has allowed at least one Chicago-based trucker to rip-off his owner-operator drivers with complete immunity. Despite a long series of state violations, this particular trucker has continued to operate, pleading bankruptcy on the one hand and operating new 1980 equipment with the other. Meanwhile, drivers have taken their case to the courts in an attempt to get their wages.

The Maintenance Shop Section Follows Page 97

facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	Whitet	Others	Total Trucks
Under 6,000 lbs.	May-80	14,419	5,077	1,109	6,158	—	—	626	21	—	—	—	2,287	—	—	29,697
	5 Mos.-80	130,995	21,598	7,114	55,600	—	—	9,433	33	—	—	—	12,393	—	—	237,166
6,001-10,000 lbs.	May-80	8,773	3,322	10,399	17,406	—	1,140	428	126	—	—	—	—	—	—	41,594
	5 Mos.-80	88,081	19,091	48,259	149,047	—	2,539	9,471	157	—	—	—	—	—	3	316,648
10,001-14,000 lbs.	May-80	—	—	371	—	—	—	—	—	—	—	—	—	—	—	371
	5 Mos.-80	—	—	810	1	—	—	—	—	—	—	—	—	—	—	811
14,001-16,000 lbs.	May-80	—	—	2	—	—	—	—	—	—	—	—	—	—	—	2
	5 Mos.-80	—	—	2	—	—	—	—	—	—	—	—	—	—	5	7
16,001-19,500 lbs.	May-80	47	105	—	—	—	—	—	—	—	—	—	—	—	—	152
	5 Mos.-80	416	339	—	—	—	—	—	—	—	—	—	—	—	7	762
19,501-26,000 lbs.	May-80	927	1,151	—	1,333	—	896	—	—	—	—	—	—	—	20	4,327
	5 Mos.-80	7,101	8,866	—	5,608	—	1,661	—	—	—	—	—	—	—	20	23,256
26,001-33,000 lbs.	May-80	54	105	—	3,924	—	1,421	—	—	—	—	—	—	—	5	5,509
	5 Mos.-80	308	1,010	—	17,798	—	2,539	—	—	—	—	—	—	—	5	21,660
33,001 lbs. and over	May-80	99	1,431	—	1,153	805	1,760	—	—	628	1,501	264	—	553	129	8,323
	5 Mos.-80	655	7,469	—	7,040	5,374	3,796	—	—	5,082	9,723	3,488	—	2,940	702	46,269
Total	May-80	24,319	11,191	11,139	29,974	805	5,217	1,054	147	628	1,501	264	2,287	553	154	89,233
	5 Mos.-80	227,556	58,373	56,185	235,094	5,374	10,535	18,904	190	5,082	9,723	3,488	12,393	2,940	742	646,579
	5 Mos.-79	504,809	129,450	128,725	515,410	6,388	45,151	55,812	5,070	6,240	13,328	4,622	—	5,509	838	1,421,152
Trucks with Diesel Engines*	5 Mos.-80	14,809	15,294	—	15,926	5,374	6,530	—	—	5,082	9,723	3,488	7,049	2,940	727	86,942
	5 Mos.-79	15,452	13,847	—	16,070	6,388	23,403	—	—	6,240	13,328	4,622	—	5,509	826	105,685

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Flxible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	May-80	2,773	—	235	53	32	3,093
	5 Mos.-80	13,581	—	647	305	276	14,809
Ford	May-80	—	—	210	1,755	1,083	3,048
	5 Mos.-80	—	—	527	8,674	6,725	15,926
Freightliner	May-80	—	—	—	—	805	805
	5 Mos.-80	—	—	—	—	5,374	5,374
GMC	May-80	1,780	—	387	102	1,373	3,642
	5 Mos.-80	5,892	—	1,229	1,001	7,172	15,294
IHC	May-80	—	583	178	992	1,760	3,513
	5 Mos.-80	—	661	326	1,749	3,794	6,530
Kenworth	May-80	—	—	—	—	628	628
	5 Mos.-80	—	—	—	—	5,082	5,082
Mack	May-80	—	—	—	—	1,501	1,501
	5 Mos.-80	—	—	—	—	9,723	9,723
Peterbilt	May-80	—	—	—	—	264	264
	5 Mos.-80	—	—	—	—	3,488	3,488
Volkswagen	May-80	2,287	—	—	—	—	2,287
	5 Mos.-80	7,049	—	—	—	—	7,049
White	May-80	—	—	—	—	553	553
	5 Mos.-80	—	—	—	—	2,940	2,940
Others	May-80	—	—	20	5	129	154
	5 Mos.-80	—	—	20	5	702	727
Total	May-80	6,840	583	1,030	2,907	8,128	19,488
	5 Mos.-80	26,522	661	2,749	11,734	45,276	86,942
	May-79	3,855	8	2,018	2,118	15,254	23,253
	5 Mos.-79	15,685	215	6,477	10,251	73,057	105,685

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	May 1980	5 Months—1980 Units	5 Months—1980 Value²
Vans	6,328	42,907	537,826
Tanks	731	4,639	132,608
Bulk commodity and dry material	150	1,006	24,945
Pole and logging	99	601	7,356
Platform	1,497	11,541	97,817
Low-bed heavy haulers (over 10 tons)	460	3,357	47,910
Dump trailers and dump chassis	539	4,094	62,834
Dollies or converter gear	226	4,066	14,870
Auto transports	13	116	2,866
All other tractors and chassis	269	1,611	13,995
Total—Complete tractors and chassis	10,312	73,938	943,027
Detachable trailers¹	511	3,671	36,005
Detachable trailers chassis¹	881	7,640	30,067

Source: Industry Division, Bureau of the Census.
¹Sold separately.
²Add 000.

TRUCK AND BUS PRODUCTION

Make	June 1980	June 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	26,468	92,477	271,905	626,804
GMC	12,712	36,870	88,162	191,069
Chrysler	16,654	31,705	81,576	224,824
Ford	22,625	107,409	288,988	680,822
International	9,831	12,489	22,754	75,700
Jeep Corp.	6,808	7,258	39,994	83,729
AM General	648	1,960	3,856	10,910
Mack	1,538	3,165	13,461	19,092
Volkswagen of America	2,630	—	14,897	—
White	—	1,032	3,362	6,642
Others	2,877	3,633	21,177	22,059
Total—Trucks and Buses	102,791	297,998	850,132	1,941,651
Total—Passenger Cars	532,177	826,379	3,416,558	4,894,214
Total—Motor Vehicles	634,968	1,124,377	4,266,690	6,835,865

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	May-80	69	8	319	—	—	2,858	3,254
	5 Mos.-80	388	53	1,277	—	—	14,112	15,830
Chrysler	May-80	—	—	—	—	—	—	—
	5 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	May-80	1,945	927	1,222	—	—	—	4,094
	5 Mos.-80	9,660	4,549	4,955	—	—	—	19,164
Freightliner	May-80	104	489	236	—	—	—	829
	5 Mos.-80	716	3,356	1,353	—	—	—	5,425
GMC	May-80	244	477	1,379	—	—	1,786	3,886
	5 Mos.-80	1,275	3,086	5,768	—	—	5,964	16,093
International	May-80	192	1,647	341	1,099	—	583	3,862
	5 Mos.-80	475	3,370	998	2,076	—	705	7,624
Jeep Corp.	May-80	—	—	—	—	—	†186	†186
	5 Mos.-80	—	—	—	—	—	†740	†740
Kenworth	May-80	147	450	187	—	—	—	784
	5 Mos.-80	1,130	3,320	1,348	—	—	—	5,798
Mack	May-80	16	144	17	—	1,638	26	1,841
	5 Mos.-80	73	782	148	—	10,313	137	11,453
Peterbilt	May-80	138	123	51	—	—	—	312
	5 Mos.-80	664	2,254	783	—	—	—	3,701
Volkswagen	May-80	—	—	—	—	—	2,292	2,292
	5 Mos.-80	—	—	—	—	—	7,063	7,063
White	May-80	48	419	132	—	—	—	599
	5 Mos.-80	254	2,245	700	—	—	—	3,199
Others	May-80	44	114	141	—	—	—	211
	5 Mos.-80	256	377	383	—	—	—	1,016
Totals	May-80	2,859	4,798	4,025	1,099	1,638	7,731	22,150
	5 Mos.-80	14,891	23,560	17,713	2,076	10,313	29,777	98,330
	May-79	3,936	7,322	6,493	1,588	3,106	4,171	26,616
	5 Mos.-79	16,863	36,500	26,914	7,907	13,881	16,816	118,881

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Nissan, Olds, Perkins, Scandia Vabis. †Isuzu. ‡ revised.

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1981 Buyers' Guide

Fleet Specs

Catalog Directory

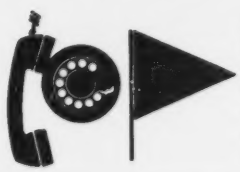
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 10 OCTOBER 1980

PAGE 122. THE MAINTENANCE COUNCIL REVIEWS PROBLEMS

Marking TMC's first year as an American Trucking Associations affiliate, the annual meeting dealt with solutions to many equipment problems. Here's a look at TMC's latest advice on selection of fuel additives, diesel diagnostics, tire balancing, making fuel economy tests and more.

PAGE 149. FLEET BUYERS' DIRECTORY

CCJ's 32nd edition of the only directory serving the entire fleet market. An all-in-one directory for finding manufacturers of truck equipment, plus component parts and services. Pages in this years' Buyers' Directory are color-coded yellow for quick identification.



Telephone Numbers listed by many suppliers are "hot lines" offering immediate product information, especially on "where-to-buy" locations. Black pennant indicates company is an advertiser in this issue. By checking company's name against the advertiser's index, additional product information is instantly available.

PAGE 229. MAKES • MODELS • COMPONENTS

The industry's only list of 1981 truck makes and models, including wheelbase and horsepower data. This year's exclusive makes and models section is color-coded orange. An individual listing of the various makes and models by manufacturer can be found on page 229.

PAGE 280. CATALOG DIRECTORY

The industry's first and only catalog directory is an exclusive listing of catalogs offered by manufacturers to CCJ fleet readers. This all-in-one-place directory is combined with reader service postcards for easy catalog ordering. Catalog pages are color-coded red.

facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	June-80	12,049	4,464	1,037	4,275	—	—	996	—	—	—	2,835	—	a 65	25,721
	6 Mos.-80	143,044	26,062	8,151	59,875	—	—	10,429	—	—	—	15,228	—	a 96	262,887
6,001-10,000 lbs.	June-80	8,754	3,131	11,133	10,667	—	1,237	1,152	—	—	—	—	—	b 407	36,481
	6 Mos.-80	96,835	22,222	59,392	159,714	—	3,776	10,623	—	—	—	—	—	c 567	353,129
10,001-14,000 lbs.	June-80	—	—	310	1	—	—	—	—	—	—	—	—	1	310
	6 Mos.-80	—	—	1,120	—	—	—	—	—	—	—	—	—	1	1,121
14,001-16,000 lbs.	June-80	—	—	2	—	—	—	—	—	—	—	—	—	8	10
	6 Mos.-80	—	—	4	—	—	—	—	—	—	—	—	—	13	17
16,001-19,500 lbs.	June-80	82	102	—	—	—	—	—	—	—	—	—	—	10	194
	6 Mos.-80	498	441	—	—	—	—	—	—	—	—	—	—	17	956
19,501-26,000 lbs.	June-80	1,250	1,332	—	996	—	788	—	—	—	—	—	—	—	4,366
	6 Mos.-80	8,351	10,198	—	6,604	—	2,449	—	—	—	—	—	—	20	27,622
26,001-33,000 lbs.	June-80	27	131	—	2,769	—	1,633	—	—	—	—	—	—	—	4,560
	6 Mos.-80	335	1,141	—	20,567	—	4,172	—	—	—	—	—	—	5	26,220
33,001 lbs. and over	June-80	127	1,231	—	844	438	2,374	—	434	1,333	320	—	700	152	7,953
	6 Mos.-80	782	8,700	—	7,884	5,812	6,170	—	5,516	11,056	3,808	—	3,640	854	54,222
Total	June-80	22,289	10,391	12,482	19,550	438	6,032	2,148	434	1,333	320	2,835	700	643	79,595
	6 Mos.-80	249,845	68,764	68,667	254,644	5,812	16,567	21,052	5,516	11,056	3,808	15,228	3,640	1,575	726,174
	6 Mos.-79	595,289	160,202	148,922	612,147	7,527	54,086	59,612	7,408	16,205	5,056	—	6,417	d 7,009	1,679,880
Trucks with Diesel Engines*	6 Mos.-80	19,762	18,948	—	18,818	5,812	11,081	—	5,516	11,056	3,808	8,733	3,640	879	108,053
	6 Mos.-79	19,583	16,863	—	19,197	7,527	26,348	—	7,408	16,205	5,056	—	6,417	1,027	127,631

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter. Flxible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.
a—AM General. b—Includes 402 AM General. c—Includes 559 AM General. d—Includes 5,970 AM General.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	June-80	4,536	—	315	25	77	4,953
	6 Mos.-80	18,117	—	962	330	353	19,762
Ford	June-80	—	—	154	1,944	794	2,892
	6 Mos.-80	—	—	681	10,618	7,519	18,818
Freightliner	June-80	—	—	—	—	438	438
	6 Mos.-80	—	—	—	—	5,812	5,812
GMC	June-80	1,864	—	484	119	1,187	3,654
	6 Mos.-80	7,756	—	1,713	1,120	8,359	18,948
IHC	June-80	—	878	230	1,071	2,372	4,551
	6 Mos.-80	—	1,539	556	2,820	6,166	11,081
Kenworth	June-80	—	—	—	—	434	434
	6 Mos.-80	—	—	—	—	5,516	5,516
Mack	June-80	—	—	—	—	1,333	1,333
	6 Mos.-80	—	—	—	—	11,056	11,056
Peterbilt	June-80	—	—	—	—	320	320
	6 Mos.-80	—	—	—	—	3,808	3,808
Volkswagen	June-80	1,684	—	—	—	—	1,684
	6 Mos.-80	8,733	—	—	—	—	8,733
White	June-80	—	—	—	—	700	700
	6 Mos.-80	—	—	—	—	3,640	3,640
Others	June-80	—	—	—	—	152	152
	6 Mos.-80	—	—	20	5	854	879
Total	June-80	8,084	878	1,183	3,159	7,807	21,111
	6 Mos.-80	34,606	1,539	3,932	14,893	53,083	108,053
	June-79	3,329	1	2,414	2,514	13,688	21,946
	6 Mos.-79	19,014	216	8,891	12,765	86,745	127,631

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	May 1980	5 Months—1980 Units	5 Months—1980 Value*
Vans	6,328	42,907	537,826
Tanks	731	4,639	132,608
Bulk commodity and dry material	150	1,006	24,945
Pole and logging	99	601	7,356
Platform	1,497	11,541	97,817
Low-bed heavy haulers (over 10 tons)	460	3,357	47,910
Dump trailers and dump chassis	539	4,094	62,834
Dollies or converter gear	226	4,066	14,870
Auto transports	13	116	2,866
All other tractors and chassis	269	1,611	13,995
Total—Complete tractors and chassis	10,312	73,938	943,027
Detachable trailers†	511	3,671	36,005
Detachable trailers chassis†	881	7,640	30,067

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	July 1980	July 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	34,118	79,655	306,023	706,459
GMC	14,625	37,657	102,787	228,726
Chrysler	3,179	8,744	84,755	233,568
Ford	24,203	74,311	313,191	755,133
International	8,017	3,800	30,771	79,500
Jeep Corp.	0	625	39,994	84,354
AM General	866	1,232	4,722	12,142
Mack	1,568	2,272	15,029	21,364
Volkswagen of America	2,880	—	17,777	—
White	0	542	3,362	7,184
Others	2,580	3,145	23,757	25,204
Total—Trucks and Buses	92,036	211,983	942,168	2,153,634
Total—Passenger Cars	415,350	584,487	3,831,908	5,478,701
Total—Motor Vehicles	507,386	796,470	4,774,076	7,632,335

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	June-80	33	39	437	—	—	4,625	5,134
	6 Mos.-80	421	92	1,714	—	—	18,737	20,964
Chrysler	June-80	—	—	—	—	—	—	—
	6 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	June-80	1,909	645	1,132	—	—	—	3,686
	6 Mos.-80	11,569	5,194	6,087	—	—	—	22,850
Freightliner	June-80	65	270	112	—	—	—	447
	6 Mos.-80	781	3,626	1,465	—	—	—	5,872
GMC	June-80	225	449	1,391	—	—	1,931	3,996
	6 Mos.-80	1,500	3,535	7,159	—	—	7,895	20,089
International	June-80	142	1,974	434	1,382	—	892	4,824
	6 Mos.-80	617	5,344	1,432	3,458	—	1,597	12,448
Jeep Corp.	June-80	—	—	—	—	—	807	807
	6 Mos.-80	—	—	—	—	—	†1,547	1,547
Kenworth	June-80	43	422	173	—	—	—	638
	6 Mos.-80	1,173	3,742	1,521	—	—	—	6,436
Mack	June-80	22	117	24	—	1,540	23	1,726
	6 Mos.-80	95	899	172	—	11,853	160	13,179
Peterbilt	June-80	52	239	55	—	—	—	346
	6 Mos.-80	716	2,493	838	—	—	—	4,047
Volkswagen	June-80	—	—	—	—	—	1,697	1,697
	6 Mos.-80	—	—	—	—	—	8,760	8,760
White	June-80	56	496	198	—	—	—	750
	6 Mos.-80	310	2,741	898	—	—	—	3,949
Others	June-80	19	76	77	—	—	—	172
	6 Mos.-80	275	453	460	—	—	—	1,188
Totals	June-80	2,566	4,727	4,033	1,382	1,540	9,975	24,223
	6 Mos.-80	17,457	28,287	21,746	3,458	11,853	39,752	122,553
	June-79	3,409	6,508	7,017	1,919	3,047	3,433	25,333
	6 Mos.-79	20,272	43,008	33,931	9,826	16,928	20,249	144,214

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Nissan, Olds, Perkins, Scandia Vabis and Volkswagen. †Isuzu.